

# Bhawana Singh

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Goal oriented business development executive with over 2.5+years of experience. Being proficient in Business strategy, sales process and negotiation; having excellent academics and extra curriculars.

## EXPERIENCE

### Unacademy

July 2021 - Present

#### Senior Business Development Executive

- Responsible for generating revenue for UPSC category through counselling of the learners and meeting sales targets.
- Training new associates for overall sale cycle and processes within the team.
- Achieved above 80% sales target during off season by getting referrals from existing learners and converting them into sales.

### Unacademy

April 2020 - June 2021

#### Business Development Executive

- Generated revenue MoM through counselling prospects and converting them into sales and meeting monthly targets.
- Responsible for presenting product solution to prospects from different segments e.g UPSC, State PSCs and IIT JEE.
- Taking prospects from Initial contacts to final phase and closing sales.
- Works with Sales Manager and team to develop and execute programs to drive pipeline and close sales.
- Counselling to prospects as per their requirements through product knowledge.
- Analysis of key gap areas in Pitch and made targeted effort to close sales.
- Achieved 93% quality score consistently for pitch and communication.

### UrbanClap Technologies Private Limited

May 2019 - January 2020

#### Business Development Intern - Beauty & Wellness Category

- Responsible for onboarding of Beauty professionals in Beauty and Wellness Category in Hyderabad.
- Acquired 150+ beauty professionals under Beauty and wellness vertical.
- Responsible for interviewing and screening of professionals in Beauty and wellness category.
- Organized and conducted orientation session, skills training and other development initiatives.
- Responsible for handling 2 major hubs for getting maximum job delivered by professionals.
- Helped in improving NPS by adding supply constantly and getting maximum jobs delivered by professionals through help of data and monitoring pro's performance.
- Achieved reduction in bad customer experience from 12% to 2% and improved delivery rate from 65% to 78% by ensuring supply.
- Building and maintaining relationship with professionals and managing their account.

## EDUCATION

### Kirodimal Institute of Technology

July 2014 - June 2018

#### Bachelor of Engineering in Computer Science

CGPA 7.9

## SKILLS

- Excellent verbal and written communication skills, presentation and negotiation skills
- Research & Strategy, Sales and Marketing .
- Teamwork and Leadership
- Well versed with Google Analytics (Word, Spreadsheets, Slides etc) and MS-Excel,

## ACCOMPLISHMENTS

- School Captain for consecutive 2 years, Indian School, Raigarh.
- College President from March 2017 - April 2018, awarded for articulating student body's need, desires and concerns to Institution Strategic Leadership Team.
- Part of college NCC team.
- Awarded for outstanding performance in Dance by Indian School, Raigarh.
- Won various medals for School in Basketball.